



GRAINGER®



FOR THE ONES WHO GET IT DONE

Grainger Green Solutions

September 23, 2010

Kari Stoltz - Government Sales Manager

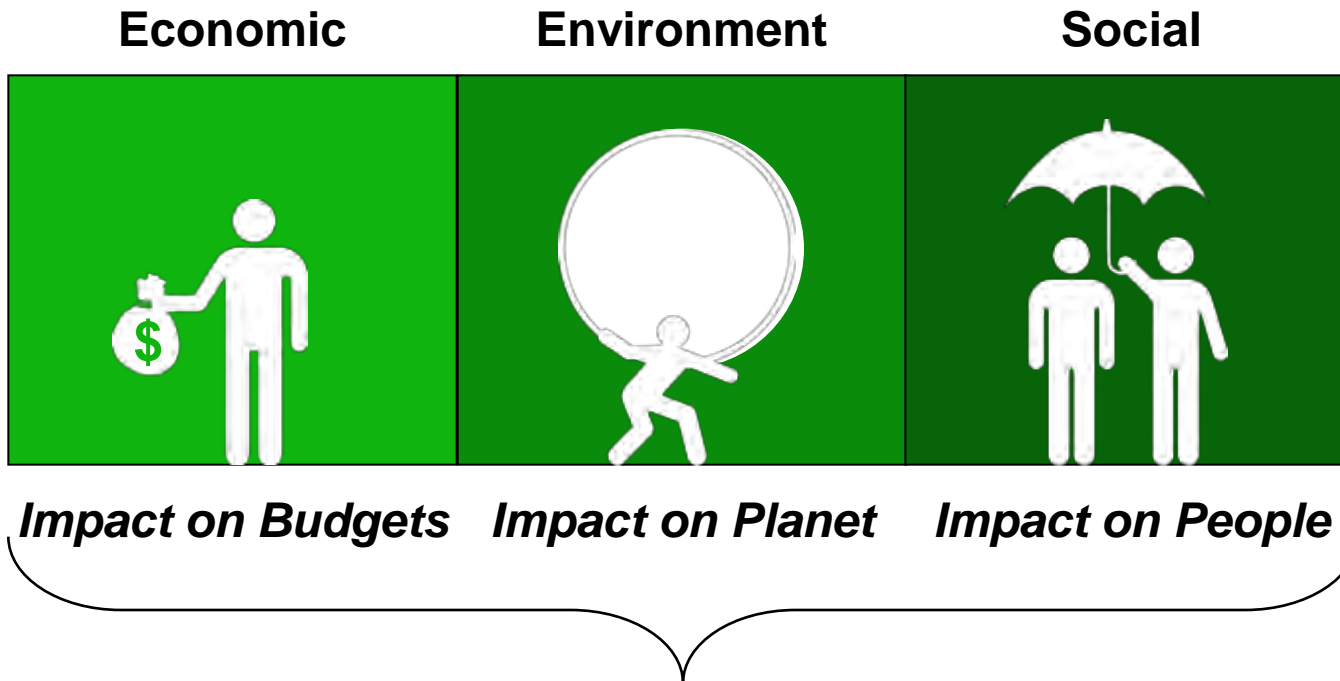
Marty Neus - Account Manager: U of M, MNDOT, City of
Minneapolis, and Hennepin County



Agenda

- **Green** Solutions
- **Green** Resources
- **Green** Success Stories
- **Green** Reporting
- How can Grainger help

Sustainability



Sustainability

To meet the needs of the present without compromising the ability of future generations to meet their own needs.

Opportunity for Budget Savings

Research indicates there are substantial cost savings opportunities for improvement....



Reduce Energy
Costs

24-50%



Reduce Water
Consumption

40%



Reduce, Reuse
& Recycle

70%



Reduce Carbon
Footprint

33-39%

Source: USGBC

Typical Government Customer Green Goals

Use environmentally preferable products that:

- Contain fewer toxic materials
- Minimize waste
- Contain recycled content
- Conserve energy and water
- Contain plant-based materials



Energy Solutions

Lighting Assessment/Audits

- Evaluate current lighting system performance
- Benefits
 - Objective evaluation of current system
 - Determine GREEN energy savings alternatives
 - Discuss financial benefit options including rebates
 - Provide products to complete project
 - Recommend disposal services provider
- Resources
 - Alliance Energy Solutions (AES)
 - Lithonia / Acuity
 - GE Lighting



Energy Solutions

Motor Assessment

- Evaluate current motor performance
- Benefits
 - Identify NEMA Premium opportunities
 - Assess replace vs. rewind
 - Determine best options based on financial results
 - Provide energy efficient replacement products
- Resources
 - Weg
 - Regal Beloitte
 - Leeson
 - Marathon
 - GE/Gentech



Energy Solutions

- **HVAC Assessment/Audits**

- Evaluate energy drains and air quality improvements
- Benefits
 - Identify energy saving applications
 - Increase air flow efficiency
 - Minimize equipment failure
 - Develop preventative maintenance schedule
- Resources
 - Solutions For Air
 - Filtration Group
 - Air Handler
 - 3M Filtrete



Water Solutions

Water Fixture Assessment

- Evaluate water reduction opportunities
- Benefits
 - Identify low flow applications
 - Recommend retro-fit opportunities
 - Save money by reducing water use
 - Improved hygiene with touchless fixtures
- Resources
 - Sloan
 - Speakman
 - American Standard



Water Solutions

Landscape Irrigation Assessment

- Evaluate current landscape irrigation efficiency
- Benefits
 - Convert to drip irrigation
 - Distribute water evenly
 - Reduce water use
 - Decrease fertilizer cost
- Resources
 - RAIN BIRD



Waste Reduction Solutions

Paper Dispensing Assessment

- Evaluate paper waste consumption
- Benefits
 - Realize lower overall cost
 - Estimate product usage
 - Increase use of recycled content paper
 - Identify high use locations
 - Determine lowest use options
- Resources
 - Georgia Pacific
 - Tough Guy



Recycling Solutions

Recycling Assessment

- Evaluate makeup of waste leaving facility
- Benefits
 - Reduce waste to landfill
 - Assist in meeting disposal regulatory requirements
 - Decrease number of trash pulls
 - Develop a recycling program
- Resources
 - Veolia Environmental Services
 - Rubbermaid
 - Tough Guy



Green Cleaning Solutions

Green Cleaning Assessment

- Evaluate current cleaning processes
- Benefits
 - Determine chemicals in use
 - Identify Green alternatives
 - Improved indoor air quality
 - Increased employee health
- Resources
 - Jan / San Regional Program Manager
 - Ramsey
 - Tough Guy
 - 3M
 - Gojo Green Foam Soap and Hand Sanitizers
 - Green Fleet Chemicals Audits



Green Cleaning Solutions

Cleaning Materials Assessment

- Identify Sustainable Cleaning Tools
- Benefits
 - Determine cleaning tools in use
 - Identification of micro-fiber applications
 - Reuse cleaning tools
 - Keep dirt attached to your cleaning tools
 - Remove germs and bacteria
 - Control spread of infection
- Resources
 - Jan / San RPM
 - Rubbermaid
 - Tough Guy



Manage A Wide Array of Product

- Cleaning supplies
- Electrical products
- HVAC/R
- Lighting
- Material Handling
- Motors
- Pneumatics
- Power Transmission
- Pumps & Plumbing
- Test Instruments
- Much More



Grainger.com® makes finding "green" easy!

In two easy steps you can find what you need quickly. Check it out today!

Use Grainger.com
to quickly search
for Green
alternates to
products you buy
every day



1. Enter the products you are looking for, then click "Search".

2. To see only products in your search that have been identified as "green", click the "Green" filter.



When shopping on Grainger.com, look for this icon to help you locate products that may help you run a greener facility.

For more information and resources on how to help make your facility green, visit grainger.com/green

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Grainger Service

- Experienced
 - State Contract holder since 2002
- Local
 - 6 Metro Branches
- Ready To Help
 - Government Account Managers or Customer Service agents to assist in Going **GREEN**.





Examples of How Can We Help?

- U of M – Light bulb and process changes
 - Provided \$1,500,000 in Documented Cost saving for U of M
 - http://www1.umn.edu/news/features/2007/UR_149929_REGION1.html
- U of M - **Green Seal** Foam Soap Program at U of M Campus
 - 3,500 custom logo dispensers on Twin Cities Campus
- U of M - Georgia Pacific EnMotion and Compact Coreless
 - Waste Reduction for Williams, Mariucci, and LEED TCF Bank Stadium
- Metro Transit Garages - Green Seal/Low VOC Fleet Chemicals
- USPS Custodial Nation Wide Contract
 - Green Program documenting over \$12,000,000 in annual Green Purchases
- Hennepin County Government Center
 - Motor Upgrade - \$40,000 Documented Energy Savings w/Xcel Rebates



Reporting Makes It Easy

GREEN Item Purchase History Report

- Identify **GREEN** products purchased from Grainger
- View **GREEN** product alternatives

Procurement Tendencies

- Determine your **GREEN** spend with Grainger

Grainger Cross Reference Services



- Gather data for products stocked in your location
- Identify **GREEN** product alternatives

What does this look like.....

State of Minnesota Contract

CPV and State Agency Overview

8% GREEN spend YTD



Data Point	Jan09 - Dec 09	Jan10 - Jun10
Total Grainger Spend	\$8,444,196	\$3,885,739
Top 5 Commodity Spend	\$4,182,684	\$1,792,015
Green Spend 	\$781,631	\$320,289
Unique Items Purchased	32,252	21,452
Items Repeated from Prior Year	16,079	11,567
Green Items Purchased 	1,021	686
Total Number of Orders	36,540	17,992

'Green Spend' and 'Green Items Purchased' are based upon purchases of Grainger identified green products.
For more information visit www.grainger.com/green

University of Minnesota

Twin Cities Campus

29% GREEN spend YTD



Data Point	Jan09 - Dec 09	Jan10 - Jun10
Total Grainger Spend	\$1,702,864	\$693,287
Top 5 Commodity Spend	\$1,211,946	\$459,786
Green Spend 	\$573,292	\$203,837
Unique Items Purchased	6,352	3,737
Items Repeated from Prior Year	2,242	1,481
Green Items Purchased 	294	180
Total Number of Orders	4,304	2,069

'Green Spend' and 'Green Items Purchased' are based upon purchases of Grainger identified green products.
For more information visit www.grainger.com/green

Metro Transit

All Bus Garages and Maintenance

32% GREEN spend YTD

Data Point	Jan09 - Dec 09	Jan10 - Jun10
Total Grainger Spend	\$399,669	\$152,698
Top 5 Commodity Spend	\$282,396	\$100,828
Green Spend 	\$136,909	\$48,315
Unique Items Purchased	1,402	771
Items Repeated from Prior Year	241	193
Green Items Purchased 	37	27
Total Number of Orders	832	458

'Green Spend' and 'Green Items Purchased' are based upon purchases of Grainger identified green products.
For more information visit www.grainger.com/green

How Grainger Can Help

- Consolidated **Green** Solutions



Reduce Energy
Costs



Reduce Water
Consumption



Reduce, Reuse &
Recycle



Reduce Carbon
Footprint

- Documented **Green** Solutions
- Government Contracts
- Dedicated Resources



Appendices

- BioCircle Green Parts Washers
- LPS Chemicals Audits
- Lighting Audit-Energy/Eco Saving Tools
- State of MN Contract Green Item Detail
- State of MN Contract Category Spend
- U of M Category Spend
- Green Items on Grainger.com

GRAINGER

IT'S THE ONLY WAY TO GET IT DONE

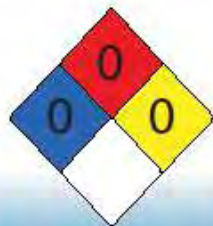
Environmentally Responsible

BIO-CIRCLE Parts Cleaning System

Issue: Traditional parts washers use solvents (kerosene, acetone, etc) in order to clean & degrease parts. **Not only harmful and dangerous to the user, traditional methods produce a hazardous waste stream requiring costly disposal.**

Applications: For the removal of light and medium oil, grease, and carbon build-up from parts. Not for use with chlorinated chemicals.

Recommendation: The **BIO-CIRCLE** Parts Cleaning System uses a powerful, non-toxic cleaning solution infused with microbes that breakdown oil, grease, and carbon. **Safe for the user and environment, the BIO-CIRCLE system produces zero solvent waste.** The system is appropriate for the food industry, weapons cleaning, metal fab shops, bearings cleaning, marinas, aerospace, and fleet/vehicle maintenance.



NFPA Diamond - With all zeroes, **BIO-CIRCLE** presents no health, fire, or reactivity danger.



EcoLogo: The Environmental Choice program certifies the **BIO-CIRCLE** is safe for the user and environment.

Safe

Solvent-Free: cleans without harsh chemicals dangerous to user
Zero VOCs: emits no fumes dangerous to lungs or eyes
Non-Flammable: reduces risk, fire insurance, and regulatory paperwork
Non-Toxic: fewer safety precautions necessary
NSF International Registered: can be used in food industry

Efficient

pH-Neutral: cleaning solution is safe for all metals and plastics
Warm Operating Temp: removes baked-on dirt faster (106°F)
Corrosion Inhibitors: prevents flash rusting
Minimal PPE: no heavy protective equipment is necessary for use

Environmentally Sustainable

Zero Solvent Waste: eliminates the need for costly waste disposal and waste management regulations
Solution Reusable: avoid unnecessary disposal costs
Biodegradable: no spill kits are necessary
EcoLogo: certified Green by the Environmental Choice Program

•BioCircle Parts Cleaner presents no health, fire, or reactivity danger.

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LPS[®] PRODUCT GUIDE



NEW!!!
GREEN PRODUCTS

LPS[®] WORLDWIDE
An Illinois Tool Works Company
4647 Hugh Howell Road • Tucker, GA 30085-5052 USA
TEL: (800) 241-8334 or (770) 243-8800
FAX: (800) 545-1563 or (770) 243-8899
Internet Web Site: www.lpslabs.com

- LPS offers Chemical Usage audits and recommendations for going **Green**



Eco-Energy Estimator

Calculate the energy costs associated with existing and proposed lighting systems and (optional) show environmental impact. Click on the first green cell and tab to the other input cells.

Instructions

INPUT

Existing System

Proposed System

System Descriptions (optional) →

2-lamp 32 Watt T-8 Fixture

2-lamp 28 Watt T-8 Fixture

Hours burned per year

4500

Number of Fixtures

112000

Number of Fixtures

112000

Cost per kWh \$

0.08

Watts per Fixture

55

Watts per Fixture

47

Have more than one system in the space? Click here for [\(1A\) Multiple Systems Eco-Estimator](#)

OUTPUT

Energy used per yr.
(Existing System)

\$2,162,160

Energy used per yr.
(Proposed System)

\$1,847,664

Energy Savings per yr.
(entire site)

\$314,496

Energy Savings per year
(each new system fixture)

\$2.81

KiloWatt Load.
(Existing System)

6,160

KiloWatt Load.
(Proposed System)

5,264

Estimated cost per fixture to upgrade to proposed system

\$4.84

Simple Payback (based on energy savings alone)

21 months

The Cost of Waiting

Not changing your lights could be costing you money!

Cost of waiting or
Cost of postponing the upgrade

\$26,208

per month

\$314,496

per year

Environmental Impact of Lighting Upgrade

Changing your lights can benefit the environment!

Annual Carbon Dioxide
(CO₂) emission reduction

6,209,280
lbs.

Coal burning avoided

2,901,533
lbs. or

Equivalent acres of forest
added

770
acres

Annual Sulfur Dioxide
(SO₂) emission reduction

24,369
lbs.

1,319
tons per yr.

Equivalent # cars removed
from road

541
cars

Annual Nitrogen Oxide
(NO, NO₂) reduction

11,963
lbs.

Atmospheric mercury
contamination avoided

62,673
mg. per yr.

50% US Electric Power Generation in 2005
came from coal-burning power plants.

- Energy audits
- Documentation
- Carbon Reduction

Grainger Green Item Detail

SUSTAINABILITY PURCHASES

CUSTOMER:

State of MN

TIME FRAME:

Q1 2010

RUN DATE:

September 2, 2010

Item Description	Brand Name	Green Category	Certification	Green Specification	2010 Spend
Lamp,F32t8/Sp41/Eco	GE LIGHTING	Energy Conservation		T8 Lamp	\$84,480.00
Fluorescent Lamp,T8,F28T8/XL/SPX41/ECO	GE LIGHTING	Energy Conservation		T8 Lamp	\$5,459.40
Ballast,Electronic,T8,Instant Start	GE LIGHTING	Energy Conservation		High Efficiency Electrc	\$3,347.30
Ballast,Electronic,Amps .97-.41	GE LIGHTING	Energy Conservation		High Efficiency Electrc	\$2,850.00
Lamp,F40/30bx,40 W	GE LIGHTING	Energy Conservation		Plug-in CFL	\$2,690.10
Cordless Compact Drill/Driver Kit,18 VDC	MAKITA	Energy Conservation	Energy Star	Meets EPA Energy Star	\$2,502.00
Motor,3-Ph,5,1755,208-230/460,Eff 89.5	WEG	Energy Conservation	NEMA Premium		\$2,482.58
Electronic Ballast,T8,Instant,120-277V	PHILIPS ADVANCE	Energy Conservation	NEMA Premium, C		\$2,475.00
HID Lamp,HPS,LU150/55/H/ECO,150 Watts	GE LIGHTING	Energy Conservation		Low Mercury	\$2,358.00
Lamp,F32T8/XL/SPX50/HL/ECO	GE LIGHTING	Energy Conservation		T8 Lamp	\$2,202.15
Lamp,F26DBX/841/ECO4P,CFL,Plug-In,26W	GE LIGHTING	Energy Conservation		Plug-in CFL	\$2,126.70
Electronic Ballast,Programmed Start	PHILIPS ADVANCE	Energy Conservation	NEMA Premium		\$2,098.80
Lamp,F32t8/Sp30/Eco	GE LIGHTING	Energy Conservation		T8 Lamp	\$1,984.50
Touchscreen Thermostat,1H,1C,7 Day Prog	HONEYWELL	Energy Conservation	Energy Star	Third Party Certified	\$1,860.00
Ballast,Electronic,Amps .72-.55	GE LIGHTING	Energy Conservation		High Efficiency Electrc	\$1,737.92
Lamp,F5BX/827/ECO,CFL,Plug-In,5W,Biax	GE LIGHTING	Energy Conservation		Plug-in CFL	\$1,710.42
Lamp,Fle26ht3/2/XI/827	GE LIGHTING	Energy Conservation	Energy Star	Screw-in CFL	\$1,613.25
Lamp,F17t8xlspx41eco	GE LIGHTING	Energy Conservation		T8 Lamp	\$1,570.92

State of Minnesota

All State Contract Accounts

Commodity	Jan09 - Dec 09	Jan10 - Jun10
Adhesives, Sealants, & Tape	\$94,784	\$44,814
Electrical	\$490,024	\$210,091
Fasteners	\$78,484	\$35,849
Fleet and Vehicle Maintenance	\$124,379	\$56,847
Hand Tools	\$610,397	\$298,417
Hardware	\$94,560	\$45,768
HVACR	\$706,366	\$291,999
Janitorial & Painting	\$943,624	\$384,446
Lighting	\$753,456	\$292,392
Material Handling	\$847,201	\$380,988
Motors	\$203,903	\$91,925

Commodity	Jan09 - Dec 09	Jan10 - Jun10
Office Furniture & Supplies	\$99,398	\$53,999
Plumbing	\$416,969	\$224,607
Pneumatics & Hydraulics	\$218,982	\$104,709
Power Tools & Metalworking	\$633,471	\$289,632
Power Transmission	\$167,249	\$76,280
Pumps	\$145,835	\$60,775
Raw Materials	\$4,441	\$3,066
Safety	\$932,037	\$435,773
Security	\$51,445	\$31,007
Test Instruments	\$201,761	\$90,029
Sourcing / Parts	\$543,149	\$336,672

Consolidation of spend with Grainger can reduce a company's total costs associated with product, suppliers, inventory and purchasing processes.

University of Minnesota

Twin Cities Campus

Commodity	Jan09 - Dec 09	Jan10 - Jun10
Adhesives, Sealants, & Tape	\$26,390	\$15,656
Electrical	\$61,419	\$29,536
Fasteners	\$10,434	\$5,719
Fleet and Vehicle Maintenance	\$4,762	\$3,053
Hand Tools	\$68,541	\$32,638
Hardware	\$8,561	\$4,025
HVACR	\$128,270	\$51,067
Janitorial & Painting	\$426,617	\$135,277
Lighting	\$355,160	\$153,974
Material Handling	\$182,571	\$65,727
Motors	\$22,627	\$8,140



Commodity	Jan09 - Dec 09	Jan10 - Jun10
Office Furniture & Supplies	\$15,518	\$8,745
Plumbing	\$55,594	\$36,989
Pneumatics & Hydraulics	\$13,459	\$9,244
Power Tools & Metalworking	\$64,650	\$34,346
Power Transmission	\$9,464	\$7,204
Pumps	\$10,883	\$11,396
Raw Materials	\$1,839	\$667
Safety	\$119,328	\$53,742
Security	\$8,622	\$1,700
Test Instruments	\$28,445	\$7,121
Sourcing / Parts	\$67,101	\$11,675

Consolidation of spend with Grainger can reduce a company's total costs associated with product, suppliers, inventory and purchasing processes.

MN Dept of Corrections

All Locations

2% GREEN spend YTD

Data Point	Jan09 - Dec 09	Jan10 - Jun10
Total Grainger Spend	\$717,065	\$363,655
Top 5 Commodity Spend	\$381,539	\$117,860
Green Spend 	\$25,818	\$8,094
Unique Items Purchased	3,111	1,376
Items Repeated from Prior Year	627	349
Green Items Purchased 	80	42
Total Number of Orders	1,236	547

'Green Spend' and 'Green Items Purchased' are based upon purchases of Grainger identified green products.
For more information visit www.grainger.com/green